

January 7, 2022

Sojitz Corporation

Sojitz Expands Automotive Retail Business in San Francisco Bay Area
–Acquisition of Franchise Rights for Authorized Subaru Dealership–

Sojitz Corporation (“Sojitz”) has newly established Marin Sunwise Motors, Inc. (“Marin Sunwise Motors”) to acquire franchise rights and assets for Marin Subaru, an authorized dealership for Subaru brand vehicles in California. Sojitz has now begun sales operations at the Marin Subaru dealership.



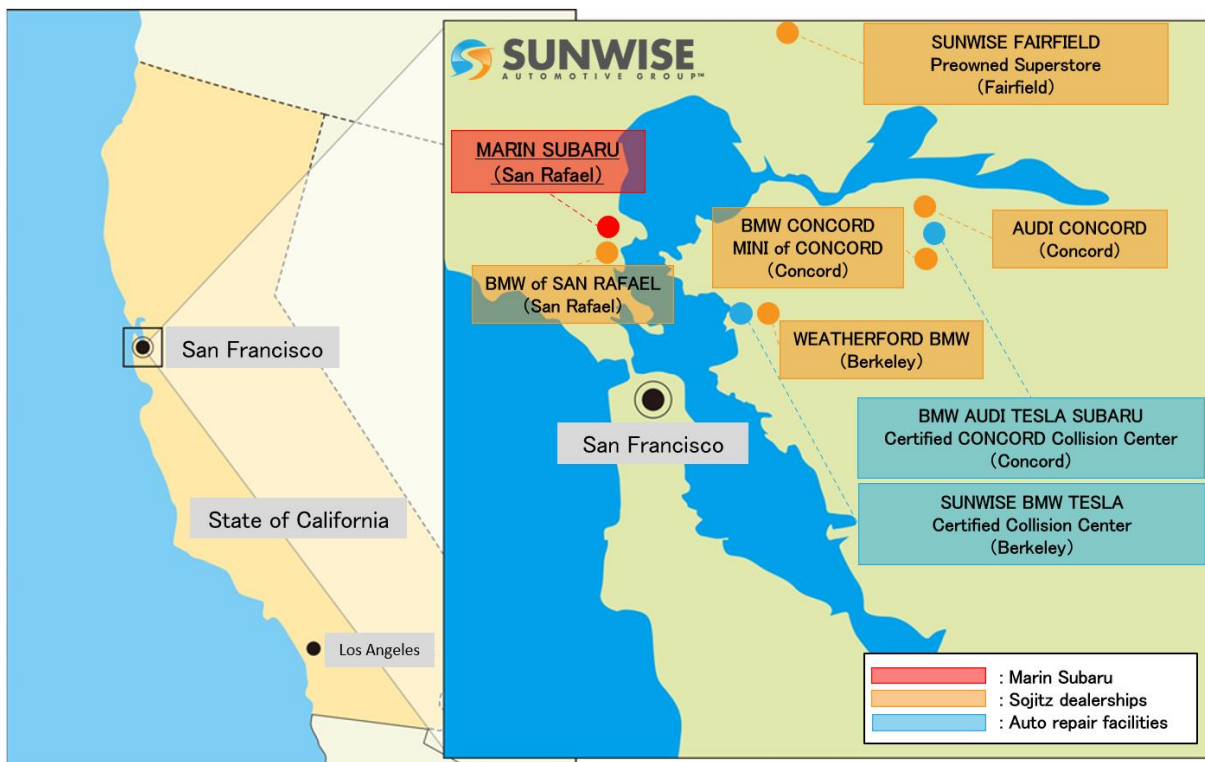
[Showroom at Marin Subaru]

Sojitz has opened six authorized dealerships in the San Francisco Bay Area to date (including 3 BMW dealerships, 1 Mini dealership, 1 Audi dealership, and 1 preowned car dealership), and Marin Subaru will be Sojitz’s seventh dealership in the area. In addition to its car dealerships, Sojitz also operates two certified collision repair service centers for five brands—BMW/Mini, Audi, Tesla, and Subaru—in the Bay Area.

California makes up the largest automotive market in the U.S., accounting for 10% of the total U.S. market as a result of the state’s population size and GDP. Marin Subaru is located in one of California’s affluent neighborhoods. Founded in 1979, Marin Subaru has built a solid customer base over the years thanks to Subaru’s establishment of a unique brand image in the U.S.

Sojitz aims to pursue synergy between its multiple dealership locations in the San Francisco Bay Area through the sharing of management resources, such as human resources and facilities. In doing so, Sojitz will expand regional sales and increase its service offerings to contribute to the community and raise corporate value.

Additionally, Sojitz will take on the challenge of incorporating digital technologies for non-face-to-face sales and online sales models to capture current trends, which include accommodating new lifestyles that have emerged as a result of the Covid-19 pandemic. Sojitz will continue to strengthen its car dealership businesses in markets around the world, including the U.S. market, which is expected to demonstrate sustainable growth moving forward.



[Map of Bay Area Dealerships]

[Related Information]

[Company Overview – Marin Sunwise Motors, Inc.]

Established	September 2021 *Sojitz newly established Marin Sunwise Motors, Inc. to acquire the Marin Subaru dealership franchise rights and assets held by Rossi Motors, Inc.
Location	San Rafael, California, U.S.
Equity Ownership	Sojitz Automotive Group, Inc. (Sojitz Corporation of America 100%) - 100%
Representative Director	Luis Garcia
Number of Employees	Approx. 50
Main Business	Retail sales of Subaru brand vehicles
Units Sold in 2020	Approx. 1,200 vehicles
Contract Partner	Subaru of America, Inc. (Dealer agreement concluded with Marin Sunwise Motors, Inc.)

[Related News Release]

“Sojitz Expands Car Dealership Business in the San Francisco Bay Area.” Sojitz Corp. Press Release, 7 August 2015.

<https://www.sojitz.com/en/news/2015/08/20150807.php>

[For questions regarding this press release, contact:]

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